

**Company Name: KMCC Western Australia Pty Ltd (Kerr McGee)**

**Approver: LJE**

**Requests:**

1. Expand customer definition to include parent company Kerr-McGee Corporation, and Kerr McGee Corporation's majority owned subsidiaries, worldwide
2. Ability to use this extended customer definition in all future orders with this customer.



Deal Summary	
Product Mix:	Financials-10 users, Financials Intelligence-100 employees, Internet Application Server Enterprise Edition-10 named users & Internet Developer Suite-1 named user plus perpetual
License Discount	10%
Support Discount	10%
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below
Support Options/Holds	
Price Holds	
List License	\$57,900
List Support	\$12,738
List Comp & Admin	
Net License	\$52,110
Net Support	\$11,464
Net Comp & Admin	
Net Price	\$63,574
Price List Used	March 2003

Customer history	
Existing contractual discount (price hold)	%
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement, if applicable	

**Justification:**

Kerr McGee Corporation in the US have an SLSA signed with Oracle Corporation, dated 3<sup>rd</sup> June 1996. On 28<sup>th</sup> January 2003, Amendment Two to this SLSA was signed which included the following clause:

""Customer" for the purposes of this agreement shall mean Kerr-McGee Shared Services on behalf of itself, its parent Kerr-McGee Corporation, and Kerr McGee Corporation's majority owned subsidiaries"

This local deal will be taken under the current OLSA, but Kerr McGee Western Australia want the same rights as granted in the US by the above clause.

In effect, this addition to the OLSA would allow Kerr McGee to maintain a consistent definition of the term "customer" among all it's entities. Please approve this extended customer definition as it will entitle the customer to have the flexibility to use the licenses in a Shared Service Environment as Oracle advocates. In addition, the customer has indicated that they may rename their entity in Australia in the near future. This is a request from their HQ facility to ensure the flexibility of the licenses is maintained consistent with Amendment Two signed in the US.

This is the first purchase for the customer locally. We are confident that they are interested in acquiring more products (such as Oracle Projects) in the near future. Approving this language will give them the confidence that they are making a good decision to engage with Oracle locally for License, Support, and Consulting.

We also request that we can use this same extended customer definition for all future orders with this customer. This will save us having to obtain approval for every order.

**Recommendation:** *(leave blank for HQAPP to fill out)*

**Submitted By:** Niall McEvoy, OracleDirect, +61 2 9491 1146

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP: